

Message Text

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ACTION COME-00

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P 052035Z MAY 75

FM AMEMBASSY SAN SALVADOR

TO SECSTATE WASHDC PRIORITY 8018

LIMITED OFFICIAL USE SAN SALVADOR 1736

E.O. 11652: N/A

TAGS: BEXP; ECRP; BTIO; ES

SUBJECT: MISSION MAJOR PROJECTS PROGRAM: WATER SYSTEM, REQUEST FOR
HYDROGEOLOGIST

REF: A) SAN SALVADOR 1612; B) SAN SALVADOR 1660; C) SAN SALVADOR A-33

FOR COMMERCE: MAJOR PROJECTS DIVISION

1. BEGIN UNCLASSIFIED. THE SALVADORAN NATIONAL WATER AGENCY, ANDA, HAS IMMEDIATE NEED FOR AN INDEPENDENT FIRST QUALITY HYDROGEOLOGIST. THE NEW ENGINEERING DIRECTOR OF ANDA HAS DISCOVERED THAT THE IDB/UNDP SPONSORED FEASIBILITY STUDY OF ITS \$50 MILLION POTABLE WATER PROJECT (SEE REFTTEL AND PREVIOUS) FAILED TO IDENTIFY THE SITES AT WHICH WATER WELLS ARE TO BE DRILLED. ANDA URGENTLY NEEDS A HYDROGEOLOGIST WHO CAN HELP DETERMINE THE LOCATIONS OF THESE WELLS, BUILDING ON AVAILABLE DATA. END UNCLASSIFIED.

2. BEGIN LIMITED OFFICIAL USE. THE \$50 MILLION PROJECT MENTIONED ABOVE WILL BE FINANCED \$30 MILLION BY IDB AND \$20 MILLION BY THE GOES. FIVE FIRMS WERE PREQUALIFIED MAY 2 TO BID ON A SUPERVISORY ENGINEERING AND CONSULTING CONTRACT WORTH \$250-400,000. FOUR ARE U.S., BALCK AND VEECH, LUIS BERGER, LARA ASSOCIATES AND BURNS AND ROE. THE FIFTH, WALLACE AND EVANS IS BRITISH AND IS RESPONSIBLE FOR THE FAULTY FEASIBILITY STUDY. ALTHOUGH PRE-QUALIFIED, A RELIABLE CONTACT HAS TOLD AN EMBECONOFF THAT WALLACE AND EVANS WILL NOT BE ALLOWED TO WIN THIS ENGINEERING CONTRACT.

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3. THE BULK OF THE \$50 MILLION EARMARKED FOR THIS PROJECT WILL BE SPENT ON EQUIPMENT AND MATERIAL FROM FOREIGN SUPPLIERS AND ON CIVIL WORKS AND DRILLING. AVAILABLE DETAILS ON PUMP NEEDS WERE FORWARDED IN REFTEL. THERE WILL ALSO BE DEMAND FOR STEEL AND SPECIAL PIPING, AND FOR RELATED EQUIPMENT.

4. THIS APPARENT TURN AWAY FROM THIRD COUNTRY ENGINEERING AND EQUIPMENT SUPPLIERS COULD MARK A MAJOR STEP FORWARD FOR OUR MISSION MAJOR PROJECTS PROGRAM. THE FIRST SUCH STEP WAS A DECISION BY CEL (THE POWER GENERATING AUTHORITY) TO SEEK A U.S. FIRM TO REPLACE ELECTROCONSULT OF ITALY AS ITS GEOTHERMAL POWER CONSULTANT. (SEE REFTEL B). END LIMITED OFFICIAL USE.

5. BEGIN UNCLASSIFIED. ACTION: THIS MISSION CONSIDERS IT ESSENTIAL TO OUR EXPORT PROMOTION EFFORT THAT WE RESPOND AS QUICKLY AS POSSIBLE TO ANDA REQUEST FOR A HYDROGEOLOGIST. COMMERCE OR STATE ARE REQUESTED TO SUPPLY BY PRIORITY CALBE THE NAMES AND ADDRESSES OF AT LEAST THREE QUALIFIED HYDROGEOLOGISTS FOR TRANSMITTAL TO ANDA WHICH WILL CONTACT THEM DIRECTLY. THEY NEED NOT SPEAK SPANISH AS THEIR COUNTERPART SPEAKS EXCELLENT ENGLISH. HOWEVER, THEY SHOULD BE AVAILABLE NOW OR IN THE VERY NEAR FUTURE AND SHOULD HAVE NO FORMAL TIES TO THE FIRMS MENTIONED IN PARA. 2 ABOVE. REMUNERATION AND OTHER EMPLOYMENT CONDITIONS WILL BE DIRECTLY NEGOTIATED. END UNCLASSIFIED. CAMPBELL

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